

# Cook County Economic Development Advisory Committee

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## **Howard Males, Ph.D. (Chair)**

**CEO**

**Research Pros.**

Mr. Males founded RP in 1985 in order to serve the research needs of major corporations, strategy consulting firms, and private equity groups. Prior to founding RP, he directed Ernst & Whinney's (now Ernst & Young) Organization Change Group and worked at Booz Allen & Hamilton as a management consultant. Mr. Males received a Bachelor of Arts degree in Psychology from Drew University. He earned both his Master of Arts in Psychology and a Ph.D. in Social and Organizational Psychology at the University of Chicago. He is a member of the American Psychological Association.

Mr. Males is a contributor of viewpoints on talent to the Executive Briefing, a partnership of The Economist Intelligence Unit (The Economist) and Harvard Business School Publishing. Until March 2013, Mr. Males served for many years as Vice President and an Executive Board Member of The Southeast Chicago Commission, and has served for 11 years as the founding Chairman of the 53<sup>rd</sup> Street TIF Advisory Council in Chicago and played a leadership role in a decade long effort to redevelop the Hyde Park business district on 53rd Street

## **Ms. Pam McDonough (Vice Chair)**

**President**

**Alliance for Illinois Manufacturing**

As CEO/ President of NORBIC and the Alliance for Illinois Manufacturing, Pam McDonough is responsible for the Alliance's overall strategy, partnerships and relationship funding. The Alliance for Illinois Manufacturing provides access to free and low cost business consulting services, government grants, training programs and a network of service providers and business owners who dedicates themselves to building a stronger manufacturing base in Northeastern Illinois. Pam simultaneously acts as CEO for DeAngelo McDonough Construction Management Company. Previously, as the first woman director of the Illinois Department of Commerce and Community Affairs (DCCA) she managed the State's economic development agency with nearly \$2 million budget, a 500 person staff and helped to create and retain more than 110,000 jobs for Illinois.

DeAngelo McDonough Construction Management Company is a certified women-owned business (WBE) and a disadvantaged business enterprise (DBE) with experience in commercial, educational, hospital and retail/entertainment construction.

## **Mr. Herman Brewer**

**Bureau Chief**

**Cook County Bureau of Economic Development**

Herman Brewer is Bureau Chief of the Cook County Bureau of Economic Development, a new unit in County government that includes the departments of Capital Planning, Building & Zoning, Real Estate, and Planning and Development. Previously, Herman served as Executive Vice President of the Chicago Urban League, managing the daily operations and all program areas, including its Entrepreneurship Center, Workforce Development, housing, education, as well as its marketing and communications activities.

Prior to taking this leadership position at the Urban League, Brewer was a Program Director at the John D. and Catherine T. McArthur Foundation. Brewer served in several capacities with the Local Initiatives Support Corporation, (LISC), from 1994 through 2002. As a Program Vice President of LISC from 1998-2002, he had major

# Cook County Economic Development Advisory Committee

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responsibility for programs in seven cities. In this role, Brewer worked closely with community development corporations, state and local governments, financial institutions, and foundations to secure project and operational support.

## **Lynn Cutler Senior Advisor Holland and Knight**

Lynn Cutler is a Senior Policy Advisor. In 2001, she joined the firm after serving as senior staff to President Clinton on Intergovernmental Affairs. Her responsibility in the White House included advocacy for cities, counties and tribal governments.

Prior to that she had many years of work with state and local officials. As an elected County Official in Iowa, she was appointed by President Jimmy Carter as Vice Chair of the US Commission on Intergovernmental Relations. As Vice Chair of the Democratic National Committee for twelve years, Ms. Cutler oversaw work with state and local elected officials, as well as the Women's Vote Project.

In 2005, Ms. Cutler relocated to the firm's Chicago office, while continuing to work in Washington. In Chicago, she has been active in supporting candidates for US Senate and US House from around the country, working with the Democratic Senate Campaign Committee. This has led to development of strong ties to many new Members and Senators—augmenting relationships of many years with the Leadership of Congress

## **Mr. David Day President & CEO Omni Consulting**

David Day is President of Omni Consulting, a marketing, event planning and corporate solicitation consulting firm with clients that include non-for-profits, universities and colleges and foundations. Prior to his current role, David Day served as the Regional Director of Marketing and Credit Promotions for Macy's and was responsible for marketing and driving credit solicitation and promotional programs for 77 Macy's stores in ten Midwestern states. He was also responsible for achieving Macy's revenue objectives through the promotion and sale of Macy's Gift Cards and other customer promotions. While at Macy's he held senior store management responsibilities at the Oak Brook and Woodfield stores and served as Store Manager for the Chicago State Street store. Previously he served as Director of Communications and Community Affairs for AT&T Broadband, now Comcast, where he was responsible for media relations, government affairs and community affairs for the Midwest region.

## **Joseph Flanagan Chairman and CEO Acquirent, LLC**

Joe Flanagan is a successful entrepreneur who turned his ability to sell, and his understanding of building relationships into a multi-million dollar business. After five years of working at a large, international insurance brokerage firm, Joe struck out on his own at the age of 27 to launch JP Flanagan Corporation which has grown into one of Chicago's largest international insurance brokerage firms, with offices throughout the country. In 2001 he sold his company to Hub International, where he sat on their executive committee for three years and

## Cook County Economic Development Advisory Committee

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was on the floor of the NYSE when Hub went public. In 2002, he was named one of the “rising stars” in the industry by Business Insurance Magazine.

In 2003, Joe founded Acquirent which has become a leading provider of outsources sales solutions for businesses. As the CEO of Acquirent, Joe is involved in virtually all aspects of the business with his main responsibility as the primary contact for new business opportunities. Acquirent has been one of the Inc. 5000 fastest growing private companies in the US for the past two years. Joe’s 25 years of sales experience has allowed him to do what he loves most, which is teach and coach young, talented sales professionals the lessons of sales that he learned through trial and error.

### **Jesus Garcia**

#### **Cook County Board of Commissioners**

Jesus “Chuy” Garcia is Cook County Commissioner of the 7<sup>th</sup> district serving the Southwest Side of Chicago and Cicero. He is the Chairman of the Real Estate, Business, and Economic Development Committee, as well as Vice-Chair of the Finance (Labor) and Workforce, Job Development, and Training Opportunities Committees. He ran for Cook County board to “usher in a new era of reform, accountability, transparency and efficiency in government for the benefit of working people.” In that capacity, he has crafted and helped pass a landmark ordinance ending Cook County’s compliance with Immigration and Customs Enforcement detainer requests. This ordinance will save the County millions of dollars per year and will prevent unconstitutional detentions without probable cause.

Prior to serving as Commissioner, Chuy was elected to the Chicago City Council in 1986, where he helped enact progressive legislation as a reformer and supporter of Mayor Harold Washington. In 1992, Jesus Garcia was the first Mexican-American elected to the Illinois Senate, where he served two terms.

Commissioner Garcia was the Founding Executive Director of Enlace Chicago, a leading non-profit community development organization in Little Village. He has served as a Fellow at DePaul University and as Adjunct Professor at the University of Illinois at Chicago. He has also served on the boards of several non-profit organizations including the Latino Policy Forum, a public policy and advocacy center, as the Founding President, and as Chairman of the Woods Fund of Chicago.

### **Mr. Graham C. Grady**

#### **Partner**

#### **Shefsky and Froelich**

Graham Grady concentrates his practice on government relations, zoning, land use; licensing and regulatory matters to help his clients strategically reach their business objectives. He has extensive experience in securing land use entitlements through planned developments, special uses, variations, rezoning, landmark approvals, and lakefront protection approvals for a broad range of projects types including retail, residential, commercial, industrial and institutional. Graham also serves as legal counsel to one of the five annuity and benefit funds of the City of Chicago.

Graham has served in numerous roles in government including Zoning Administrator and the Commissioner of Buildings for the City of Chicago. He has served as Assistant State’s Attorney, Cook County State’s Attorney and Executive Director, Private Industry Council and Chief Executive Officer of the Chicago Housing Authority.

# Cook County Economic Development Advisory Committee

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**Wesley J. Lujan**  
**Assistant Vice President-Public Affairs Corp. Relations**  
**Union Pacific Railroad**

Wes Lujan is the Assistant Vice President - Public Affairs for the Union Pacific Railroad in Illinois, Wisconsin, Minnesota, and serves as the principal liaison for Metra. He represents America's largest class one freight railroad before legislatures and communities in the Midwest. Before moving to Chicago, he served as Union Pacific's Director of Public Affairs in Northern California and Nevada, and from 2010 to 2012 was the Director of Public Affairs for Illinois.

Prior to his work for the Union Pacific, Lujan served as a contract lobbyist at Advocation, Inc., and in this capacity represented local governments, developers, Blue Chip corporations, and various transportation companies in Sacramento. He has continuously served as a legislative advocate in multiple states since 1999.

**Vicky Matyas-Smith**  
**Executive Director**  
**Southwest Conference of Mayors**

**Mr. Andrew Mooney**  
**Commissioner**  
**City of Chicago**  
**Department of Housing and Economic Development**

Andrew J. Mooney has served as the Commissioner of the Department of Housing and Economic Development (HED) since November 2010. Under Commissioner Mooney's leadership, HED promotes economic development by helping existing businesses grow and by attracting new industry to the city. The department also leads Chicago's affordable housing, housing preservation and community-based homebuyer assistance programs, as well as the city's zoning, land use planning, sustainability and historic preservation initiatives.

Commissioner Mooney served as executive director of the Chicago office of the Local Initiatives Support Corporation (LISC) prior to joining HED. Through his leadership it became one of the nation's leading community development agencies. Commissioner Mooney also served concurrently as the managing director of the national Institute for Comprehensive Community Development. Commissioner Mooney has devoted his career to community development and has held leadership positions in a number of agencies including the CHA.

**Diane Morefield**  
**Executive Vice President, Chief Financial Officer**  
**Strategic Hotels and Resorts**

Diane Morefield joined Strategic Hotels & Resorts, Inc. as executive vice president and chief financial officer in 2010. She is responsible for the Company's accounting, finance, tax, investor relations, strategic planning and investment activity.

Prior to joining Strategic Hotels, Ms. Morefield served in a variety of financial and investor relations roles for leading real estate organizations. Most recently, she was the chief financial officer of Equity International, a private equity fund controlled by Sam Zell that invests in international real estate companies. From 1997 to 2006, Ms. Morefield was employed by Equity Office Properties Trust (NYSE: EOP), which once was the largest

## Cook County Economic Development Advisory Committee

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publicly-traded office REIT and owner of office buildings in the United States, with revenues of approximately \$3.3 billion and a total capitalization of approximately \$30 billion. There she served as regional senior vice president for EOP's Midwest region, where she had full P&L responsibility for the region, which had total revenues of over \$450 million, a portfolio of 19.5 million square feet and more than 300 employees. Prior to that, Ms. Morefield was senior vice president – investor relations at EOP and was responsible for all investor and public relations.

Before joining EOP, Ms. Morefield was head of the commercial real estate lending division for the Midwest region for Barclays Bank. Her earlier career experience also included consulting and auditor roles at Deloitte and Arthur Andersen & Co.

**Ms. Karin Norington-Reaves**  
**Director**  
**Chicago Cook Workforce Partnership**

Karin Norington-Reaves is the Chief Executive Officer of the Chicago-Cook Workforce Partnership, a newly created collaborative agency designed to merge, reform and revitalize workforce development in the greater Chicagoland area including the City of Chicago and Cook County. Under Ms. Norington-Reaves' leadership, the new agency will begin the creation of a demand-driven job training system and will focus on working directly with employers and job-seekers to ensure that the system is streamlined, focused on specific opportunities, and easy to use for businesses and job-seekers alike.

Previously, Ms. Norington-Reaves served as the Director of Cook County Works, the federally-funded workforce development agency for south and west suburban Cook County. Prior to that, she served as Deputy Director of the Office of Urban Assistance for the Illinois Department of Commerce and Economic Opportunity (DCEO), where she created and oversaw programs and implemented policies to address economic issues facing urban populations statewide. Prior to joining DCEO, Ms. Norington-Reaves served as Chief of Staff for the City of Chicago's 20th Ward.

**Mr. Ed Paesel**  
**Executive Director**  
**South Suburban Mayors and Managers**

Ed Paesel has served as the Executive Director of the South Suburban Mayors and Managers Association since 2000. Prior to that, he served as Director of the Third Airport Information Clearinghouse from 1989 to 2000 and Mayor of Sauk Village from 1977 to 1989. He has served on the board of CMAP. In April 2008, Mr. Paesel was appointed to the METRA Commuter Rail Board of Directors representing South Suburban Cook County.

**Mr. Edward Sitar**  
**Economic Development Manager**  
**Commonwealth Edison – an Exelon Company**

Ed Sitar (pronounced "sitter"), Manager, Economic and Business Development, ComEd is responsible for the company's economic development functions in the areas of marketing and promotion, business retention and new customer attraction with a strong emphasis on the data center industry. Ed has also been instrumental in the formation of the Metro Economic Growth Alliance of Chicago (MEGA), a regional economic development umbrella organization comprised of the 10 county economic development organizations in NE Illinois and the

## Cook County Economic Development Advisory Committee

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City of Chicago's economic development organization (World Business Chicago). MEGA is focused on growing the economy of Northeastern Illinois through coordinated, effective business development.

ComEd is a unit of Chicago-based Exelon Corporation, one of the nation's largest electric utilities with more than \$14 billion in revenues and a customer base of five million. ComEd provides services to approximately 3.7 million customers across Northern Illinois, or 70 percent of the state's population.

**Mr. William W. Towns**  
**Assistant Vice President**  
**The University of Chicago**

William Towns is Assistant Vice President within the Office of Civic Engagement and is responsible for neighborhood and university initiatives which include off campus real estate development projects, stimulating community reinvestment, local business and workforce development efforts, campus planning and community relations. William and his team have established partnerships to revise the University's Employer Assisted Housing Program, provide gigabit high speed broadband internet access to the mid-south side and to develop job opportunities for residents in the surrounding communities. The goal of these initiatives is to increase the standard of living within the communities the University serves and position the University of Chicago as a key contributor to urban redevelopment policies.

Prior to joining the University, Will served as Regional Vice President for Mercy Portfolio Services, where he was responsible for the implementation of a \$169 million grant from the American Recovery and Reinvestment Act under the City of Chicago's Neighborhood Stabilization Program (NSP). This led to the redevelopment of over 800 units, the creation of 1700 jobs which impacted 24 neighborhoods in the City of Chicago. He also spent 10 years at Pathway Senior Living, one of the nation's premier providers of independent and assisted living communities. During that ten year period he held several key positions.